

CURRICULUM VITAE

MURALIDHARAN

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PROFESSIONAL SUMMARY

I have 20 Years of experience and Highly focused and creative Sales Manager with superb records in sales and customer satisfaction. Innovative salesman with a fresh and wholesome approach. Adept at functioning well independently or as member of a sales team.

EDUCATION QUALIFICATION:

COURSE	: Master's of Business Administration	
Institute	: IMES	NEW DELHI , INDIA 2014
COURSE	: Bachelor's Degree – Mechanical Engineering	
Institute	: IMES	NEW DELHI , INDIA 2010
Course	: Diploma in Mechanical Engineering	
Institute	: Arulmigu Kalasalingam Polytechnic College	Tamil Nadu, INDIA 1993

EXPERIENCE

ASST. MANAGER - SALES & MARKETING

RISHI FIBC SOLUTIONS PVT. LTD - Abu Dhabi

Sep 2023 – May 2024

- Achieving individual and team sales target for FIBC, BOPP bag business and ensuring optimum order booking for FIBC Container Liner and Flexi Tanks .
- Develop and implement comprehensive marketing strategies to promote BOPP Bags in the FIBC sector.
- Develop and implement new sales and marketing strategies.
- Introduce clients to new offerings and products.
- Prepare product sale contracts for presentation to clients for approval.
- Keep current in energy industry sales trends.
- Participating in trade shows and communicating with visitors.

SALES MANAGER

IMEP Building Maintenance and Contracting LLC - Dubai

Sep 2021 to Mar 2022

- Maintain responsibility for performance of all sales activities within an assigned territory.
- Establish and strategically build a solid customer base.
- Recruit, train, and motivate a Sales team toward hitting specified sales goals.
- Set team goals and conduct quarterly performance reviews with all team members.
- Provide strong leadership to achieve maximum profitability and growth in conjunction with company goals.
- Lead by example, using the established sales processes, and close a high percentage of the leads that you and your team generate.

BUSINESS DEVELOPMENT MANAGER

SAMSON LIGHTING PVT LTD

Sep 2019 to Aug 2021

- Analytical skills for business development
- Identify new markets and clients potential
- Marketing and Selling to the High End Residential and Commercial Projects through professional contacts like Architects, Consultants, Interior Designers, Dealers and Distributors.

MARKETING MANAGER

M5-EXOCTIC LIFE STYLE CONCEPTS Landscape Projects

Aug 2011 to May 2019

- Meeting with Architects, Builders, PMC, Interior Designers, Contractors regarding for Landscapes gardening, Roof gardens, Rainwater harvesting, Swimming pool and Vertical garden for the Projects for constructing all Turn key projects.
- Giving Presentations to Architects, Builders, Consultants, Property Developers Contractors and Interior Designers and giving Products Presentation of the Architectural products.
- Arranging meeting with Architects, Builders, Hotel Corporate, Water Treatment plants, Swimming pool builders and Project Managers.

KEY ACCOUNT EXECUTIVE

AL-BAYADER INTERNATIONAL L.L.C - Dubai

Feb 2010 to May 2011

- Dealing with buyers, store managers and regional managers of major retail chains.
- Identifying and assessing a client's critical needs.
- Identifying short and long term growth opportunities.
- Presenting business proposals to prospective clients.
- Monitoring the effectiveness of any marketing campaigns.

SALES SUPERVISOR

Al Numairy & AL Rayed Trading LLC - Dubai (Group of Cadbury Schweppes)

Nov 2004 to Dec 2009

- Visited top Hypermarkets/ supermarkets/ groceries/ petrol stations in UAE and analyzed sales, new opportunities, competition, product display and profitability of each outlet.
- Listed new product lines in Giant, Carrefour, Regency group, Al Manama group, RAK Co-operative Society, Toys R us, Lulu group etc.
- Prepare purchase orders and send copies to suppliers and to departments originating requests.
- Floating enquiry to potential registered vendors or to source new suppliers if required according the requirements.

CONVENIENCE STORE ASSISTANT & PROCUREMENT CONTROLLER

EMIRATES PETROLEUM PRODUCTS COMPANY (EPPCO) LLC - Dubai

Jun 2000 to May 2004

- Acknowledge and greet the customers, offer assistance and promote additional Products and services, increase the sales by good services
- Handling various vendors for all the categories in the convenient store.
- Preparing daily work sheet for depositing of cash to the bank for the Daily sales of the site.
- Checking and FIFO and Expiration about our food products in the shelf and ware house.
- Giving SAFTEY Program for the food processing in the Store
- Giving weekly and monthly report of the site sales
- Taking monthly physical stock of the site and entering into the system

ASSISTANT STORE MANAGER

AZIZIA PANDA UNITED INC - Riyadh, Kingdom of Saudi Arabia

Mar1996 to Mar 1999

- Responsibility for the achievement of budgeted targets through sales & profit generation.
- A high focus and attention to detail is required with customer and staff safety, customer service, staff presentation and over all site presentation. Preparing and placing the stock orders and their receipt.
- Develop and maintain the stock loss reports and action plans where required address any anomalies.
- Responsible for the professional management guidance and leadership of to ensure the outstanding levels of customer service and maintain all time. all staff to ensure that all stock including monthly promotional displays is merchandised professionally at all times.

SALES ENGINEER

BENZ Automobile Ltd - Kochi, Kerala

Dec 1993 to Dec 1995

- Dealing with especially all Light Vehicles and Heavy vehicles Automobile
- Parts and do Internal purchase with other distributor and getting quotation and checking the quality.
- Promote all kinds of Automobile Spare parts to all company and all subs marketing our Products to all Workshops and also direct to customers.
- Identifying Potential new products & suggest innovative marketing strategies.

SKILLS / IT SKILLS

- MS-OFFICE
- Business development
- Sales
- Marketing
- Negotiation

ADDITIONAL DETAILS

- Passport Details: C 1554193
- Date of Expiry: 19-08-2034
- Place of Issue: Chennai

PERSONAL DETAILS

Name	:	G. Muralidharan
Father Name	:	Gopalakrishnan
DOB	:	12/05/1972
Marital status	:	Married
Nationality	:	Indian
Driving License	:	Valid Dubai License holder
Languages known	:	English, Arabic, Hindi, TamilMalayalam, and Telugu,
Permanent Address	:	5/66, Bharathidhasan street,
		Abathanapuram, Vadalur
		Cuddalore Dt, Tamil Nadu.

DECLARATION

I hereby declare that the details that the details given above are true and correct to the best of my knowledge.

Place	:	Yours' Faithfully
Date	:	G. MURALIDHARAN